



KAYENTIS is a software solutions provider specialized in pharmaceutical clinical trials.

Our core competence is in patient data capture and processing (eCOA) solutions.

With 16 years of global experience in eCOA, Kayentis has supported more than **220 clinical trials** in **79 countries** with more than **80,000 patients**. Its head office is located in Meylan, near **Grenoble** (France); Kayentis is also present in **Boston** (USA) and **Tokyo** (Japan).

Joining Kayentis' teams means choosing a fast-growing company committed to improving clinical trials and the **well-being of its employees**.

KAYENTIS is growing! Develop your career with us!

Join an international, cohesive and dynamic team and develop new skills!

For more information about **Kayentis**, visit our [career page](#), or have a look at our [employee satisfaction survey results](#). Make sure to follow us on the social media platforms below for our latest news and updates:



Business Development Director

The Business Development Director position - attached to **Boston office, USA**, is reporting to KAYENTIS CEO.

You are responsible for developing Kayentis' eCOA Services in the Life Science - Pharmaceutical US market space.

YOUR MISSION:

- ✓ You will work closely with management to develop and implement the sales strategy
- ✓ You will lead hunting by identifying and following up sales opportunities
- ✓ You will actively work on prospection: make and follow up sales calls
- ✓ You will maintain a continued awareness of competitive activities, positioning, pricing, and reasons for contract awards and non-awards
- ✓ You will liaise closely with the operational/scientific teams to ensure comprehensive and accurate proposals are presented to our clients
- ✓ You will manage and grow existing accounts
- ✓ You will respond rapidly and professionally to client requests and RFPs
- ✓ You will navigate the contract negotiation process



YOUR ACTIVITIES:

- ✓ As part of your activities, you will create and deliver face-to-face sales presentations, prepare business proposals, follow-up on them and have the responsibility for closing deals
- ✓ You will develop and maintain a sales pipeline to meet objectives
- ✓ You will travel regularly with your assigned geographical area performing client visits, road-shows, conferences, etc.

YOUR PROFILE:

- ✓ You have knowledge and experience in developing business, selling similar services in the field of pharmaceuticals, biotechnology, & medical device industry with a strong knowledge of clinical trials
- ✓ You know how to perform effective cold calling
- ✓ You are rigorous, proactive, energetic and persuasive
- ✓ Team oriented, you are able to work in a cross-functional team
- ✓ You are self-motivated, professional, confident, flexible, and results-driven
- ✓ You demonstrate strong interpersonal communication and excellent presentation skills
- ✓ You have ability to analyze and relate customer issues/requirements to Kayentis solutions
- ✓ Any other language skills in addition to English fluency are welcome
- ✓ You have a sense for technology and innovation in the healthcare domain

Are you interested in this opportunity?

>> Contact us and send us your CV at career@kayentis.com <<